

**VIRGINIA REAL ESTATE BOARD**  
EDUCATION COMMITTEE AGENDA  
July 18, 2007

**(June 21, 2007 DRAFT AGENDA)**

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Continuing Ed Express LLC, Edina, Minnesota, Ms. Elizabeth Luger
2. VHA Seminars, Mt. Pleasant, South Carolina, Mr. Howard R. Jones Jr.
3. Coaching Institute, Draper, Utah, Mr. Craig Hendricks
4. BCW2 Corporation, t/a BCW Group, Minneapolis, MN, Martha Webb
5. FutureLaw, LLC, Richmond, Virginia, Mr. John G. "Chip" Dicks
6. Supreme Properties Real Estate Academy, Great Falls, Virginia, Mary A. Randle

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

- |    |       |  |
|----|-------|--|
| 1. | 56662 | Fair Housing, 3 hrs Fair Housing, NVAR<br><b>(Review of instructor)</b>  |
| 2. | 56665 | Risk Management, 4 hrs Real Estate<br>Related, Moseley-Dickinson Academy of Real<br>Estate <b>(Review of instructor)</b>                         |
| 3. | 56677 | Real Estate Investment Fundamentals, 4 hrs<br>Real Estate Related, Moseley-Dickinson<br>Academy of Real Estate <b>(Review of<br/>instructor)</b> |
| 4. | 56678 | Environmental Issues, 4 hrs Real Estate<br>Related, Moseley-Dickinson Academy of Real<br>Estate <b>(New title)(Review of instructor)</b>         |
| 5. | 56681 | Real Estate Finance Today, 4 hrs Real<br>Estate Related, Moseley-Dickinson Academy<br>of Real Estate, <b>(Review of instructor)</b>              |
| 6. | 56684 | Red Flags!, 4 hrs Real Estate Related,<br>Moseley-Dickinson Academy of Real Estate<br>Related, <b>(Review of instructor)(New title)</b>          |

7. 56685 Real Estate & Taxes, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate, **(Review of instructor)(New title)**
8. 56686 Property Management, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)(New title)**
9. 56687 Introduction to Commercial Real Estate, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
10. 56688 Diversity & Doing Business, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
11. 56689 Buyer Representation, 4 hrs of Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)(New title)**
12. 56704 Commercial Real Estate: Understanding Investments, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
13. 56705 Commercial Continuing Education Set 2, 8 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
14. 56706 Commercial CE: Listing Properties, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)(New title)**
15. 56707 Commercial Continuing Education Set 1, 8 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
16. 56708 Ethics and Real Estate, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
17. 56709 Fair Housing, 4 hrs of Fair Housing, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
18. 56710 Risk Management, 4 hrs Real Estate Related, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
19. 56713 Contract - Offer To Purchase, 3 hours of Real Estate Contracts, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
20. 56715 Required CE Modules, 2 hours of Fair

- Housing, 3 hours of Ethics & Standard Of Conduct, 1 hour of legal updates, 1 hour of real estate agency, and 1 hour of real estate contracts, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
21. 56716 Required CE Modules (Correspondence), 2 hours of Fair Housing, 3 hours of Ethics & Standard of Conduct, 1 hour of legal updates, 1 hour of real estate agency, and 1 hour of real estate contracts, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
22. 56717 8 Hour Elective Continuing Education (Online), 8 hours of Real Estate Related, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
23. 56718 8 Hour Elective Continuing Education (Correspondence), 8 hours of Real Estate Related, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
24. 56719 8 Hour Elective Continuing Education, 8 hours of Real Estate Related, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
25. 56720 Required CE Modules (Online), 2 hours of Fair Housing, 3 hours of Ethics & Standard of Conduct, 1 hour of legal updates, 1 hour of real estate agency, and 1 hour of real estate contracts, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
26. 56721 Fair Housing, 3 hours of Fair Housing, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
27. 56723 Ethics, 3 hours of Ethics & Standards of Conduct, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)**
28. 56734 Ethics Seminar - Ethics & Standards of Conduct, 3 hrs of Ethics & Standards of Conduct, Montague Miller Real Estate Academy **(Review of instructor)**
29. 56743 Conservation Real Estate Field Course, 4 hours of Real Estate Related, Blue Ridge Real Estate School **(Review of Instructor)**
30. 56745 Conservation Real Estate, 4 hours of Real

- Estate Related, Blue Ridge Real Estate School **(Review of Instructor)**
31. 56747 Advanced Conservation Real Estate, 4 hours of Real Estate Related, Blue Ridge Real Estate School **(Review of Instructor)**
32. 56749 VA 16-Hour C.E. Online, 2 hrs Fair Housing, 3 hrs Ethics & Standards of Conduct, 1 hr Legal Updates, 1 hr Real Estate Agency, 1 hr Real Estate Contracts, 8 hrs Real Estate Related, Moseley Dickinson Academy of Real Estate **(Review of instructor)**
33. 56750 Three Contingencies: Avoiding the Traps that Lurk, 2 hrs Contracts, New River Valley Association of Realtors **(Review of instructor)**
34. 56752 Office Policy Workshop, 3 hrs Legal Updates, New River Valley Association of Realtors **(Review of instructor)**
35. 56754 Broker Workshop: Reducing Risks and Headaches, 3 hrs Legal Updates, New River Valley Association of Realtors **(Review of instructor)**
36. 56764 Conservation Real Estate, 4 hrs Real Estate Related, New River Valley Association of Realtors **(Review of Instructor)**
37. 56766 Conservation Field Course, 4 hrs Real Estate Related, New River Valley Association of Realtors **(Review of Instructor)(New Title)**
38. 56768 Advanced Conservation Real Estate, 4 hrs Real Estate Related, New River Valley Association of Realtors **(Review of Instructor)**
39. 56771 Quality Service Certification, 4 hrs Real Estate Related, Class Act Real Estate Education Center **(Review of Instructor)**
40. 56775 Office Policy Workshop, 2 hrs Legal Updates, New River Valley Association of Realtors **(Review of Instructor)**
41. 56780 Broker Workshop: Reducing Risks and Headaches, 2 hrs Legal Updates, New River Valley Association of Realtors **(Review of Instructor)**
42. 56784 Are We Really Committed to Our Buyers?, 2 hrs Real Estate Agency, New River Valley

- Association of Realtors (**Review of Instructor**)
43. 56786 Do We Really Love Our Sellers? 1 hr Real Estate Agency, New River Valley Association of Realtors (**Review of Instructor**)
44. 56788 Do We Really Love Our Sellers? 2 hrs Real Estate Agency, New River Valley Association of Realtors (**Review of Instructor**)
45. 56797 Agency Law Demystified with 2007 Changes, 3 hrs Real Estate Agency, NVAR (**Review of Instructors**)(**New title**)
46. 56799 2007 New Agency Law in Virginia, 2 hrs Real Estate Agency, NVAR (**Review of Instructors**)
47. 56800 Bankruptcy and Foreclosure, 2 hrs Real Estate Related, NVAR (**Review of Instructors**)
48. 56802 Title Insurance: What Is It? Why Get It?, 1 hr Real Estate Related, NVAR (**Review of Instructors**)
49. 56804 What Is Delivery?, 1 hr Real Estate Related, NVAR (**Review of Instructors**)
50. 56806 Contract Deed - An Overview of an Alternative Transaction, 2 hrs Real Estate Contracts, NVAR (**Review of Instructors**)
51. 56808 Maximize Property Value and Assist Motivated Sellers, 3 hours of Real Estate Related, Coaching Institute (**Review of Instructors**)
52. 56809 A systematic Approach to Building & Maintaining Client Relationships, 3 hrs of Real Estate Related, Coaching Institute (**Review of Instructors**)
53. 56811 1031 Exchange, 2 hrs Real Estate Related, Chesapeake Bay & Rivers School of RE (**Review of Instructor**)
54. 56813 Listing Process/Property Valuations, 3 hrs Real Estate Related, Chesapeake Bay & Rivers School of RE (**Review of Instructor**)
55. 56814 Business Planning, 2 hrs Real Estate Related, Chesapeake Bay & Rivers School of RE (**Review of Instructor**)
56. 56815 Agency Law, 3 hrs Real Estate Agency, Chesapeake Bay & Rivers School of RE (**Review of Instructor**)

57. 56845 Legal Update & Real Estate Law, 3 hours of Legal Updates, Chesapeake Bay & Rivers School of Real Estate (**Review of Instructor**)
58. 56863 Diversity and Doing Business, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
59. 56873 Environmental Issues in Your Real Estate Practice, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
60. 56874 Ethics & Real Estate, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
61. 56875 Fair Housing, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
62. 56876 Introduction to Commercial Real Estate Sales, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
63. 56877 Property Management & Managing Risk, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
64. 56878 Real Estate & Taxes! What Every Agent Should Know, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
65. 56879 Real Estate Finance Today, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
66. 56880 Red Flag Property Inspection Guide, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
67. 56881 Risk Management, 4 hours of Real Estate Related Subjects, Long & Foster Institute of Real Estate (**Review of Instructor**)
68. 56915 Are We Really Committed to Our Buyers?, 1 hour of Real Estate Agency, New River Valley School of Real Estate (**Review of Instructor**)

- 69. 56979 Contracts: Constructing Real Estate Agreements For Your Clients, 3 hours of Real Estate Contracts, Virginia Association of Realtors **(Review of Instructor)**
- 70. 56981 Fair Housing: Practices To Improve Your Business and Keep You and Your Clients Out of Trouble, 3 hours of Fair Housing, Virginia Association of Realtors **(Review Of Instructor)**
- 71. 56983 The Facts About Underground Storage Tanks, 3 hours of Legal Updates, Virginia Association of Realtors **(Review of Instructor)**
- 72. 56993 From Contract To Closing, 3 hours of Legal Updates, Chesapeake Bay & Rivers School of Real Estate **(Review of Instructor)(New Title)**

B. Original application for continuing education course, approved school:

- 1. 56653 Managing Construction Projects, 8 hrs Real Estate Related, Lorman Business Center Inc.
- 2. 56711 Legal Updates: Taboada v. Daly Seven, 1 hr of Legal Updates, Moseley-Dickinson Academy of Real Estate
- 3. 56730 Ethics In Today's Real Estate World, 4 hours of Ethics & Standards of Conduct, Dearborn Financial Publishing, Inc.
- 4. 56731 Ecobroker Environmental Advantage, 6 hours of Real Estate Related, EcoBroker
- 5. 56732 Ecobroker Energy Advantage, 6 hours of Real Estate Related, EcoBroker
- 6. 56733 Ecobroker Green Market Advantage, 6 hours of Real Estate Related, EcoBroker
- 7. 56736 2 Hour Credit Challenges, 2 hours of Real Estate Related, Alpha College of Real Estate
- 8. 56738 4 Hour Credit Challenges, 4 hours of Real Estate Related, Alpha College of Real Estate
- 9. 56762 Ethical Behavior in Real Estate Practice, 2 hrs Ethics & Standards of Conduct, Kirks Institute
- 10. 56770 Fundamentals of Real Estate Closing, 7 hrs

- Real Estate Related, Lorman Business Center, Inc.
11. 56778 Sick House? Why? 3 hours Real Estate Related, New River Valley Association of Realtors
  12. 56790 Seller Representative Specialist, Module I, II, III, IV, 12 hrs Real Estate Related, Montague Miller Real Estate Academy
  13. 56818 Foreclosures and Short Sales, 3 hrs Real Estate Related, MBH Settlement Group, L.C.
  14. 56820 Foreclosures and Short Sales - A Primer, 2 hrs Real Estate Related, MBH Settlement Group, L.C.
  15. 56823 Community Association Law, Insurance and Operations, 7 hrs Real Estate Related, Lorman Business Center, Inc.
  16. 56846 Inspecting Interiors, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  17. 56847 Inspecting Roofs, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  18. 56848 Inspecting Heating and Cooling, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  19. 56849 Inspecting Electrical, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  20. 56850 Inspecting Plumbing, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  21. 56851 Inspecting Structure, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  22. 56852 Inspecting Exterior, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
  23. 56853 Ethical Standards of Practice, 8 hours of Ethics & Standards of Conduct, Henderson Professional Development Seminars
  24. 56854 Virginia Real Estate Mandated Law Update, 2 hours of Fair Housing, 3 hours of Ethics & Standards of Conduct, 1 hour of Legal Updates, 1 hour of Real Estate Agency, and 1 hour of Real Estate Contracts, Henderson Professional Development Seminars



25. 56857 Selling the Earth Craft House, 3 hours  
Real Estate Related, Central Virginia  
School of Real Estate
26. 56859 The Basics of FHA, 2 hours of Real Estate  
Related Subjects, Central Virginia School  
of Real Estate
27. 56861 Focus on Retirement, 1 hour of Real Estate  
Related Subjects, Central Virginia School  
of Real Estate
28. 56864 Mortgage Fraud and Predatory Lending:  
What Every Agent Should Know, 4 hours of  
Real Estate Related Subjects, Dearborn  
Financial Publishing, Inc.
29. 56865 Short Sales, 2 hours of Real Estate  
Related Subjects, Superior Real Estate  
School
30. 56867 Risk Management & License Law Forum:  
Agents in Jeopardy, 2 hours of Real Estate  
Related Subjects, Williamsburg Real Estate  
School
31. 56869 Legislative Update, 3 hours of Legal  
Updates, Williamsburg Real Estate School
32. 56871 CRS 201 "Listing Strategies for the  
Residential Specialist," 16 hours of Real  
Estate Related Subjects, Council of  
Residential Specialists
33. 56872 CRS 200 "Business Planning & Marketing for  
the Residential Specialist," 16 hours of  
Real Estate Related Subjects, Council of  
Residential Specialists
34. 56882 Affordable Mortgage Solutions for Today's  
Homebuyers, 3 hours of Real Estate Related  
Subjects, Long & Foster Institute of Real  
Estate
35. 56884 CRS 103 Maximize Your Potential...  
Personally and Professionally, 8 hours of  
Real Estate Related Subjects, Council of  
Residential Specialists
36. 56885 CRS 105 Making The Right Real Estate  
Finance Decisions, 8 hours of Real Estate  
Related Subjects, Council of Residential  
Specialists
37. 56886 CRS 106 Fundamentals of Real Estate  
Technology, 8 hours of Real Estate  
Related Subjects, Council of Residential  
Specialists

38. 56887 CRS 107 Mastering The Art of Selling New Homes, 8 hours of Real Estate Related Subjects, Council of Residential Specialists
39. 56888 CRS 210 Building An Exceptional Customer Service Referral Business, 16 hours of Real Estate Related Subjects, Council of Residential Specialists
40. 56889 CRS 206 Technologies To Advance Your Business, 16 hours of Real Estate Related Subjects, Council of Residential Specialists
41. 56890 CRS 204 Creating Wealth Through Residential Real Estate Investments, 16 hours of Real Estate Related Subjects, Council of Residential Specialists
42. 56891 CRS 202 Effective Buyer Sales Strategies, 16 hours of Real Estate Related Subjects, Council of Residential Specialists
43. 56892 Home Inspections In Northern Virginia, 2 hours of Real Estate Contracts, MBH Settlement Group, L.C.
44. 56894 Handling and Preparing For Tenant Default, 2 hours of Real Estate Related Subjects, The Real Estate School of the Richmond Association of Realtors
45. 56896 Revitalization in Richmond, 3 hours of Real Estate Related Subjects, The Real Estate School of The Richmond Association of Realtors
46. 56900 Fair Housing, 2 hours of Fair Housing, Long & Foster Institute of Real Estate
47. 56901 Update of Virginia Real Estate Law, 1 hour of Legal Updates, Long & Foster Institute of Real Estate
48. 56902 Essentials of Commercial Real Estate, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
49. 56903 Financial & Investment Analysis/Commercial Real Estate, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
50. 56904 How To Operate Your Home, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
51. 56906 Property Management, 8 hours of Real

- Estate Related Subjects, Henderson  
Professional Development Seminars
52. 56907 Sales and Marketing 101 for Real Estate Professionals, 8 hours of Real Estate Related Subjects, Henderson Professional Development Seminars
53. 56908 Virginia 8-Hour Mandatory Continuing Education Online Course, 2 hours of Fair Housing, 3 hours of Ethics & Standards of Conduct, 1 hour of Legal Updates, 1 hour of Real Estate Agency, and 1 hour of Real Estate Contracts, Dearborn Financial Publishing DBA Recampus.com
54. 56910 Contract to Closing: Servicing Buyer & Seller, 3 hours of Real Estate Related Subjects, Real Estate III School of Real Estate
55. 56912 Ethics & Standards of Conduct; 1 hour of Ethics & Standards of Conduct, Dulles Area Real Estate School
56. 56913 ABR Elective Foreclosure; 8 hours of Real Estate Related Subjects, Dulles Area Real Estate School
57. 56917 The New Regional Sales Contract: One Year Later, 2 hrs Real Estate Contracts, NVAR
58. 56919 Ethics for Real Estate Agents, 3 hrs Ethics & Standards of Conduct, MBH Settlement Group, L.C.
59. 56921 Fair Housing Law, 3 hrs Fair Housing, MBH Settlement Group, L.C.
60. 56923 Straight Stuff about Home Staging, 1 hr Real Estate Related Subjects, Charlottesville Area Association of Realtors
61. 56925 Contract Deal Killers, 1 hr Real Estate Contracts, Charlottesville Area Association of Realtors
62. 56927 Helping Clients Protect Their Assets, 1 hr Real Estate Contracts, Charlottesville Area Association of Realtors
63. 56929 Ethics - Living the Code Daily, 3 hrs Ethics and Standards of Conduct, Liz Moore University
64. 56931 Virginia Continuing Education Mandatory Topics, 2 hrs Fair Housing, 3 hrs Ethics & Standards of Conduct, 1 hr Legal Updates,

- 1 hr Real Estate Agency, 1 hr Real Estate Contracts, Moseley Flint Schools of Real Estate, Inc.
65. 56932 Accredited Buyer Representative, 2 hrs Fair Housing, 3 hrs Ethics & Standards of Conduct, 1 hr Legal Updates, 1 hr Real Estate Agency, 1 hr Real Estate Contracts, 8 hrs Real Estate Related Subjects, Moseley Flint Schools of Real Estate, Inc.
66. 56933 Real Estate Fraud, 4 hrs Real Estate Related Subjects, Moseley Flint Schools of Real Estate, Inc.
67. 56935 Real Estate Fraud Investigations, 4 hours of Real Estate Related Subjects, Moseley Flint School of Real Estate, Inc.
68. 56937 Anatomy of a Real Estate Purchase and Sale Agreement, 2 hours of Real Estate Related Subjects, Virginia Association of Realtors
69. 56939 Basics of Going Global: Think Globally-Act Locally, 2 hours of Real Estate Related Subjects, Virginia Association of Realtors
70. 56941 Commercial Group Investing and Disposition (On-line), 2 hours of Fair Housing, 3 hours of Ethics & Standards of Conduct, 4 hours of Legal Updates, 1 hour of Real Estate Agency, 2 Hours of Real Estate Contracts, and 4 Hours of Real Estate Related Subjects, Virginia Association of Realtors
71. 56943 Motivation Through Management, 2 hours of Real Estate Related Subjects, Virginia Association of Realtors
72. 56944 Mortgage and Real Estate Fraud, 3 hours of Real Estate Related Subjects, Virginia Association of Realtors
73. 56946 It's About Leadership, 2 hours of Real Estate Related Subjects, Virginia Association of Realtors
74. 56947 How To List, Prospect and Succeed In A Changing Market, 2 hours of Real Estate Related Subjects, Virginia Association of Realtors
75. 56949 Ethics and Standards of Conduct, 3 hours of Ethics & Standards of Conduct, Virginia Association of Realtors
76. 56951 Ethical Dilemmas In Everyday Practice, 2 hours of Ethics & Standards of Conduct,

77. 56953 Virginia Association of Realtors  
Effective Negotiation Skills For Real  
Estate Brokers, 2 hours of Real Estate  
Related Subjects, Virginia Association of  
Realtors
78. 56955 Create A Real Estate Business For Life, 2  
hours of Real Estate Related Subjects,  
Virginia Association of Realtors
79. 56957 Quality Service Certification, 3 hours of  
Real Estate Related Subjects, Virginia  
Association of Realtors
80. 56959 Quality Service Certification Online  
(On-line), 4 hours of Real Estate Related  
subjects, Virginia Association of Realtors
81. 56961 Real Estate Agency, 3 hours of Real Estate  
Agency, Virginia Association of Realtors
82. 56963 Residential V Commercial Real Estate, 2  
hours Fair Housing, 3 hours of Ethics &  
Standards of Conduct, 1 hour of Legal  
Updates, 1 hour of Real Estate Agency, 2  
hours of Real Estate Contracts, and 7  
hours of Real Estate Related Subjects,  
Virginia Association of Realtors
83. 56965 RESPA: HUD Enforcement Actions Show The  
Feds Mean Business: Are Your Agents  
Complying?, 2 hours of Legal Updates,  
Virginia Association of Realtors
84. 56967 RESPA: HUD Enforcement Actions Show The  
Feds Mean Business: Are Your Agents  
Complying?, 3 hours of Legal Updates,  
Virginia Association of Realtors
85. 56969 Solid Investment And Retirement Strategies  
For The Real Estate Professional, 2 hours  
of Real Estate Related Subjects, Virginia  
Association of Realtors
86. 56971 The Law, the Code and Arbitration, 2 hours  
of Real Estate Agency, Virginia  
Association of Realtors
87. 56973 Tools Of The Trade, 2 hours of Real Estate  
Related Subjects, Virginia Association of  
Realtors
88. 56975 Virginia Residential Landlord Tenant Act,  
3 hours of Legal Updates, and 1 hour of  
Real Estate Related Subjects, Virginia  
Association of Realtors
89. 56977 World's Greatest Listing Presentation,  
2 hours of Real Estate Related Subjects,

90. 56985 Virginia Association of Realtors  
Foundations of Real Estate Finance, 4  
hours of Real Estate Related Subjects,  
The CE Shop Inc.
91. 56986 8 Hour Mandatory Continuing Education  
Topics, 2 hours of Fair Housing, 3 hours  
of Ethics & Standards of Conduct, 1 hour  
of Legal Updates, 1 hour of Real Estate  
Agency, and 1 hour of Real Estate  
Contracts, The CE Shop Inc.
92. 56988 Basics of Real Estate Taxation (On-line),  
4 hours of Real Estate Related Subjects,  
The CE Shop Inc.
93. 56989 Contract To Keys - The Mortgage Lending  
Process (On-line), 4 hours of Real Estate  
Related Subjects, The CE Shop Inc.
94. 56990 Selling To Your Sphere Of Influence (On-  
line), 4 hours of Real Estate Related  
Subjects, The CE Shop Inc.
95. 56995 Are You Color Blind?, 3 hours of Fair  
Housing, Prince William Association of  
Realtors Real Estate School
96. 56997 The Anatomy Of An Appraisal, 1 hour of  
Real Estate Related Subjects, Prince  
William Association of Realtors Real  
Estate School
97. 56999 Think You Want To Do Commercial Real  
Estate?, 1 hour of Real Estate Related  
Subjects, Prince William Association of  
Realtors Real Estate School
98. 57001 Fannie Mae, 3 hours of Real Estate Related  
Subjects, Prince William Association of  
Realtors Real Estate School
99. 57003 Broker Supervision & Management of Real  
Estate Agents, 8 hours of Broker Super-  
visional Management, Henderson  
Professional Development Seminars
100. 57004 Easements & CCRs (Covenants Codes &  
Restrictions), 7 hours of Real Estate  
Related Subjects, Law Seminars  
International
101. 57006 Basics of Real Estate Finance, 3 hours  
of Real Estate Related Subjects, The Real  
Estate School Inc.
102. 57008 Negotiating In Dual Agency, 3 hours of  
Real Estate Agency, Virginia Association  
of Realtors

103. 57010      **Real Estate Continuing Education, 2 hours of Fair Housing, 1 hour of Ethics & Standards of Conduct, 2 hours of Legal Updates, 2 hours of Real Estate Agency, 1 hour of Real Estate Contracts, New River Community & Technical College. (Seeks Retroactive Approval)**

C.    Original application for continuing education course, school application pending:

1.    56459      RE Taxes and Investment, 4 hours of Real Estate Related, VHA Seminars
2.    56725      Originating A Mortgage Loan: The Basics, 4 hours of Real Estate Related, Continuing Ed Express LLC
3.    56726      Negotiate With Confidence and Power, 4 hours of Real Estate Related, Continuing Ed Express LLC
4.    56727      The Essential Real Estate Marketing Guide, 4 hours of Real Estate Related, Continuing Ed Express LLC
5.    56728      How To Resolve Real Estate Transaction Disputes, 3 hours of Ethics & Standards of Conduct, and 1 hour of Real Estate Related, Continuing Ed Express LLC
6.    56729      Buyer Counseling: A Planned Approach, 1 hour of Real Estate Agency, and 3 hours of Real Estate Related, Continuing Ed Express LLC
7.    56773      RE Mortgages and Credit, 4 hours of Real Estate Related, VHA Seminars
8.    56827      Certified Home Marketing Specialist, Positioning Prop, 8 hours of Real Estate Related, BCW2 Corporation, t/a BCW Group
9.    56855      Update on Legislation and Property Management Issues, 2 hours of Legal Updates and 4 hours of Real Estate Related Subjects, FutureLaw, LLC
10.   56856      Update on Legislation and Property Management Issues, 1 hour of Legal Updates and 2 hours of Real Estate Related Subjects, FutureLaw, LLC

V.    Review of Post License Education Courses

A. Previously approved post license education course,  
approved school:

1. 56654 Virginia Land Use Issues (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
2. 56655 Property Owners and Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; Americans with Disabilities, VA Property Owners Association Act, VA Condo Act, (Property Owners' and Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations and Statutes; ADA), 3 hours Commercial Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
3. 56656 Commercial Listing & Leasing; Current Industry Issues & Trends (Listing Property; Leasing Property; Current Industry Issues and Trends), 3 hours Commercial Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
4. 56657 Property Valuation and Listing Process (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
5. 56658 Virginia Finance (Finance), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
6. 56659 Business Planning (Business Planning), 2 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
7. 56660 Selling Process (Selling Process), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)
8. 56661 Virginia Technology (Technology), 3 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate (**Review of instructors**)



9. 56663 Fair Housing (Fair Housing), 3 hours  
Residential Real Estate Mandatory Topics,  
NVAR **(Review of instructor)**
10. 56664 Tenant/Landlord Relationships  
(Tenant/Landlord Relationships), 2 hours  
Property Management Elective Topics,  
Moseley-Dickinson Academy of Real Estate  
**(Review of instructor)**
11. 56666 Contract Writing and Agency (Contract  
Writing and Agency), 4 hrs Property  
Management Mandatory Topics, Moseley-  
Dickinson Academy of Real Estate **(Review  
of instructor)**
12. 56667 Rental Marketing (Rental Marketing), 2  
hrs Property Management Elective Topics,  
Moseley-Dickinson Academy of Real Estate  
**(Review of instructor)**
13. 56668 Property Management Current Industry  
Issues and Trends (Current Industry Issues  
and Trends), 2 hours of Property  
Management Elective Topics, Moseley-  
Dickinson Academy of Real Estate **(Review  
of instructor)**
14. 56669 Understanding Property Owners' and  
Condominium Associations (Understanding  
Property Owners' and Condominium  
Associations), 2 hrs Property Management  
Elective Topics, Moseley-Dickinson Academy  
of Real Estate **(Review of instructor)**
15. 56670 Contractor/Maintenance Employee  
Relationship (Contractor/Maintenance  
Employee Relationships), 2 hours Property  
Management Elective Topics, Moseley-  
Dickinson Academy of Real Estate **(Review  
of instructor)**
16. 56671 Commercial Contracts, Customer Deposits &  
Agency, Contract Writing: Handling  
Customer Deposits; Agency), 3 hours  
Commercial Real Estate Mandatory Topics,  
Moseley-Dickinson Academy of Real Estate  
**(Review of instructor)**
17. 56672 Offer to Purchase (Offer to Purchase), 3  
hours Residential Real Estate Mandatory  
Topics, Moseley-Dickinson Academy of Real  
Estate **(Review of instructor)**
18. 56673 VA Fair Housing (Fair Housing), 3 hours  
Real Estate Residential Mandatory Topics,

- Moseley-Dickinson Academy of Real Estate,  
**(Review of instructor)**
19. 56674 Agency Law in Virginia (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate, **(Review of instructor)**
  20. 56675 Real Estate Law(Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  21. 56676 Virginia Residential Landlord/Tenant Act and Fair Housing (Virginia Residential Landlord/Tenant Act and Fair Housing), 4 hours Property Management Mandatory Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  22. 56679 Board Regulations & Statutes/Escrow Management & Accounting; Ethics (Board Regulations & Statutes: Escrow Management & Accounting; Ethics, 4 hours Property Management Mandatory Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  23. 56680 Appraisals; Structures & Construction Process: Uniform Statewide Building Code (Appraisals: Structures and Construction Process; Uniform Statewide Building Code, 4 hours Property Management Mandatory Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  24. 56690 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours of Residential Real Estate Mandatory, Moseley-Dickinson Academy of Real Estate **(Review of Instructor)**
  25. 56691 Commercial Development (Development), 1 hr of Commercial Real Estate Elective Topic, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  26. 56694 Land and Land Development (Land), 3 hrs Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
  27. 56695 Government Relations and Programs (Government Relations/Government Programs) 1 hour of Commercial Real Estate Elective

- Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
28. 56696 Commercial Property Management (Property Management), 2 hrs of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of Instructor)**
29. 56697 Commercial Leasing, (Leasing), 4 hours of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructor)**
30. 56698 Commercial Real Estate Finance, (Finance), 2 hours of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
31. 56699 Commercial Real Estate Sales, (Sales), 3 hrs of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
32. 56700 Market Research, (Market Research), 2 hours of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
33. 56701 Consulting Services, (Consulting Services) 1 hour of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
34. 56702 Commercial PL: Hospitality/Entertainment (Hospitality/Entertainment), 1 hour of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
35. 56703 Commercial PL: Franchising (Franchising), 1 hour of Commercial Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate **(Review of instructors)**
36. 56714 Contract - Offer To Purchase, (Offer To Purchase), 3 hours of Residential Real Estate Mandatory Topics, Chesapeake Bay & Rivers of Real Estate **(Review of instructor)**
37. 56722 Fair Housing, (Fair Housing), 3 hours of Residential Real Estate Mandatory Topics, Chesapeake Bay & Rivers of Real Estate **(Review of instructor)**
38. 56724 Ethics & Standards of Conduct, (Ethics & Standards of Conduct/Current Industry

- Issues and Trends), 3 hours of Residential Real Estate Mandatory Topics, Chesapeake Bay & Rivers of Real Estate **(Review of Instructor)**
39. 56735 Ethics & Standards of Conduct (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours of Residential Real Estate Mandatory Topics, Montague Miller Real Estate Academy **(Review of Instructor)**
40. 56742 Conservation Real Estate, (Other Real Estate Related Course), 2 hours of Residential Real Estate Elective Topics, Blue Ridge Association of Realtors **(Review Of Instructor)**
41. 56744 Conservation Field Course, (Other Real Estate Related Course), 4 hours of Residential Real Estate Elective Topics, Blue Ridge Association of Realtors **(Review of Instructor)**
42. 56746 Conservation Real Estate (Land Use Issues), 2 hours of Residential Real Estate Elective Topics, Blue Ridge Association of Realtors **(Review of Instructor)**
43. 56748 Advanced Conservation Real Estate, (Other Real Estate Related), 4 hours of Residential Real Estate Elective Topics, Blue Ridge Association of Realtors **(Review of Instructor)**
44. 56751 Three Contingencies: Avoiding the Traps that Lurk (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
45. 56753 Office Policy Workshop (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
46. 56755 Broker Workshop: Reducing Risks and Headaches(Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**

47. 56765 Conservation Real Estate (Land Use Issues), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
48. 56767 Conservation Field Course (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)(New Title)**
49. 56769 Advanced Conservation Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, New River Valley Association
50. 56772 Quality Service Certification (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Class Act Real Estate Education Center **(Review of Instructor)**
51. 56776 Office Policy Workshop (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
52. 56781 Broker Workshop: Reducing Risks and Headaches (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
53. 56785 Are We Really Committed to Our Buyers? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
54. 56787 Do We Really Love Our Sellers? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
55. 56789 Do We Really Love Our Sellers? (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors **(Review of Instructor)**
56. 56798 Agency Law Demystified with 2007 Changes (Agency Law), 3 hours Residential Real

- Estate Mandatory Topics, NVAR (**Review of Instructors**)
57. 56801 Bankruptcy and Foreclosure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR (**Review of Instructors**)
58. 56803 Title Insurance: What Is It? Why Get It? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, NVAR (**Review of Instructors**)
59. 56805 What is Delivery? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, NVAR (**Review of Instructors**)
60. 56807 Contract For Deed - An Overview of An Alternative Transaction (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR (**Review of Instructors**)
61. 56824 Virginia Technology (Technology)(On-Line), 3 hours Residential Real Estate Elective Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
62. 56825 Virginia Land Issues (Land Use Issues) (On-Line), 1 hour Residential Real Estate Elective Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
63. 56826 Offer to Purchase (On-Line) (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
64. 56829 Agency Law in Virginia (On-Line)(Agency Law), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
65. 56830 Property Valuation and Listing Process (On-Line) (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
66. 56831 Business Planning (On-Line)(Business Planning), 2 hours Residential Real Estate Elective Topics, Carruthers Academy (**Review of instructor**) (**New Title**)
67. 56832 Selling Process (On-Line)(Selling Process), 3 hours Residential Real Estate Elective Topics, Carruthers Academy

- (Review of instructor) (New Title)
68. 56833 Virginia Finance (On-Line) (Finance), 3 hours Residential Elective Topics, Carruthers Academy (Review of instructor) (New Title)
69. 56834 Ethics (On-Line) (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy (Review of instructor) (New Title)
70. 56835 Virginia Fair Housing (On-Line) (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy (Review of instructor) (New Title)
71. 56836 Real Estate Law (On-Line) (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy (Review of instructor) (New Title)
72. 56837 Selling Process (Selling Process), 3 hours Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
73. 56838 Technology (Technology), 3 hours Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
74. 56839 Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
75. 56840 Property Valuation/Listing Process (Property Valuation/Listing Process), 3 Hours Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
76. 56841 Land Use Issues (Land Use Issues), 1 Hour Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
77. 56842 Finance (Finance), 3 Hours Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)
78. 56843 Business Planning (Business Planning), 2 Hours Residential Real Estate Elective Topics, Chesapeake Bay & Rivers School of Real Estate (Review of Instructor)

- 79. 56844 Agency law (Agency Law), 3 Hours  
Residential Real Estate Mandatory  
Topics, Chesapeake Bay & Rivers School of  
Real Estate **(Review of Instructor)**
- 80. 56916 Are We Really Committed to Our Buyers?  
(Other Real Estate Related), 1 hour of  
Residential Real Estate Elective Topics,  
New River Valley School of Real Estate  
**(Review of Instructor)**
- 81. 56980 Contracts: Constructing Real Estate  
Agreements For Your Clients (Offer To  
Purchase), 3 hours Residential Mandatory  
Topics, Virginia Association of Realtors  
**(Review of Instructor)**
- 82. 56982 Fair Housing: Practices To Improve Your  
Business and Keep You and Your Clients  
Out of Trouble (Fair Housing), 3 hours  
Residential Real Estate Mandatory Topics,  
Virginia Association of Realtors **(Review  
Of Instructor)**
- 83. 56984 The Facts About Underground Storage Tanks  
(Real Estate Law), 3 hours Residential  
Real Estate Mandatory Topics, Virginia  
Association of Realtors
- 84. 56994 From Contract to Closing (Selling  
Process), 3 hours Residential Real Estate  
Elective Topics, Chesapeake Bay & Rivers  
School of Real Estate **(Review of  
Instructor)(New Title)**

B. Original application for post license education course,  
approved school:

- 1. 56712 Legal Updates: Taboada V. Daly  
Seven, (Other Real Estate Related  
Course), 1 hour of Residential Real  
Estate Elective Topics, Moseley-  
Dickinson Academy of Real Estate
- 2. 56737 2 Hour Credit Challenges, (Finance),  
2 hours of Residential Real Estate  
Elective Topics, Alpha College of  
Real Estate
- 3. 56739 4 Hour Credit Challenges, (Finance),  
4 hours of Residential Real Estate  
Elective Topics, Alpha College of  
Real Estate



4. 56763 Ethical Behavior in Real Estate Practice (Other Real Estate Related), 2 hours Commercial Real Estate Elective Topics, Kirk Institute
5. 56779 Sick House? Why?, (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors
6. 56791 Seller Representation (Specialist)(Property Valuation/Listing Process), 12 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
7. 56819 Foreclosures and Short Sales (Ethics & Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
8. 56821 Foreclosures and Short Sales - A Primer (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
9. 56858 Selling the Earth Craft House (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
10. 56860 The Basics of FHA (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
11. 56862 Focus on Retirement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
12. 56868 Risk Management & License Law Forum: Agents in Jeopardy (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
13. 56870 Legislative Update (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Williamsburg Real Estate School
14. 56883 Affordable Mortgage Solutions for Today's Homebuyers (Other Real Estate Related), 3 hours Commercial Real Estate Elective Topics, Long & Foster Institute of Real Estate

15. 56893 Home Inspections In Northern Virginia, (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
16. 56895 Handling and Preparing for Tenant Default, (Leasing), 2 hours of Commercial Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
17. 56897 Revitalization in Richmond, (Other Real Estate Related), 3 hours of Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
18. 56911 Contract To Closing: Servicing Buyer & Seller (Other Real Estate Related Course), 3 hours of Residential Real Estate Elective Topics, Real Estate III School of Real Estate
19. 56914 Other Real Estate Related Course (Other Real Estate Related), 4 hours of Residential Real Estate Elective Topics, Dulles Area Real Estate School
20. 56918 The New Regional Sales Contract: One Year Later (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, NVAR
21. 56920 Ethics for Real Estate Agents (Ethics & Standards of Conduct), 3 hours of Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
22. 56922 Fair Housing Law (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
23. 56924 Straight Stuff about Home Staging (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Charlottesville Area Association of Realtors
24. 56926 Contract Deal Killers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Charlottesville Area Association of Realtors
25. 56928 Helping Clients Protect Their Assets (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,

- Charlottesville Area Association of Realtors
26. 56930 Ethics - Living the Code Daily (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Liz Moore University
  27. 56934 Real Estate Fraud (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate Inc.
  28. 56936 Real Estate Fraud Investigations - Post Licensing (Other Real Estate Related Course), 4 hours Residential Real Estate Elective Topics, Moseley Flint School of Real Estate, Inc.
  29. 56938 Anatomy of a Real Estate Purchase and Sale Agreement (Other Real Estate Related Course), 2 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
  30. 56940 Basics of Going Global: Think Globally-Act Locally (Other Real Estate Related Course), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
  31. 56942 Commercial Group Investing and Disposition (On-line)(Other Real Estate Related Course), 4 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
  32. 56945 Mortgage and Real Estate Fraud (Other Real Estate Related Course), 3 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
  33. 56948 How To List, Prospect and Succeed In A Changing Market ((Other Real Estate Related Course), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
  34. 56950 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends), 3 hours Residential Real Estate Mandatory Topics, Virginia Association of Realtors
  35. 56952 Ethical Dilemmas In Everyday Practice (Other Real Estate Related Course), 2 hours Residential Real Estate Elective

36. 56954 Topics, Virginia Association of Realtors Effective Negotiation Skills For Real Estate Brokers (Other Real Estate Related Course), 2 hours Commercial Real Estate Elective Topics, Virginia Association of Realtors
37. 56956 Create A Real Estate Business For Life (Business Planning), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
38. 56958 Quality Service Certification (Other Real Estate Related Course), 3 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
39. 56960 Quality Service Certification Online (Other Real Estate Related Course)(On-line), 4 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
40. 56962 Real Estate Agency (Agency Law), 3 hours of Residential Real Estate Mandatory Topics, Virginia Association of Realtors
41. 56964 Residential V Commercial Real Estate (Leasing)(On-line), 4 hours of Commercial Real Estate Elective Topics, Virginia Association of Realtors
42. 56966 RESPA: HUD Enforcement Actions Show The Feds Mean Business: Are Your Agents Complying? (Other Real Estate Related Course), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
43. 56968 RESPA: HUD Enforcement Actions Show The Feds Mean Business: Are Your Agents Complying? (Other Real Estate Related Course), 3 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
44. 56970 Solid Investment And Retirement Strategies For The Real Estate Professional (Other Real Estate Related Course), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
45. 56972 The Law, The Code and Arbitration (Other Real Estate Related Course), 2 hours of Residential Real Estate Elective Topics, Virginia Association of Realtors

46. 56974 Tools Of The Trade (Other Real Estate Related Course, 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
47. 56976 Virginia Residential Landlord Tenant Act (Tenant/Landlord Relationships) 4 hours Property Management Elective Topics, Virginia Association of Realtors
48. 56978 World's Greatest Listing Presentation (Selling Process), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
49. 56996 Are You Color Blind? (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors Real Estate School
50. 56998 The Anatomy Of An Appraisal (Selling Process), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors Real Estate School
51. 57000 Think You Want To Do Commercial Real Estate? (Other Real Estate Related Course), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors Real Estate School
52. 57002 Fannie Mae (Finance), 3 hours Residential Real Estate Elective Topics, Prince William Association of Realtors Real Estate School
53. 57007 Basics of Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, The Real Estate School Inc.
54. 57009 Negotiating In Dual Agency (Agency Law), 3 hours Residential Real Estate Mandatory, Virginia Association of Realtors

C. Original application for post license education course, school application pending:

1. 56828 Certified Home Marketing Specialist, Positioning Prop, (Other Real Estate Related Course), 8 hours Residential Real Estate Elective Topics, BCW2 Corporation, t/a BCW Group

## VI. Review of Limited Service Agency Courses

A. Previously approved Limited Service Agency course, approved school:

1. 56649 New Agent Services Legislation: Limited Service Agency, 2 hours Limited Service Agency, Piedmont School of Real Estate **(Review of instructors)**
2. 56651 New Agent Services Legislation, 2 hours Limited Service Agency, New River Community & Technical College **(Review of instructor)**
3. 56740 New Agent Services Legislation: Limited Service Agency, 2 hours of Limited Service Agency, Alpha College of Real Estate **(Review of Instructor)**
4. 56774 New Agent Services Legislation: Limited Service Agency, Limited Service Agency, 2 hours Limited Service Agency, Charlottesville Area Association of Realtors **(Review of Instructor)**
5. 56777 New Agent Services Legislation: Limited Service Agency, Limited Service Agency, 2 hours Limited Service Agency, Coldwell Banker Residential Brokerage School of Real Estate **(Review of instructor)**
6. 56812 "New" Agent Services Legislation: Limited Service Agency, Limited Service Agency, Chesapeake Bay & Rivers School of RE **(Review of Instructor)**
7. 56991 New Agent Services Legislation, Limited Service Agency, William E Wood and Associates Real Estate Academy **(Review of Instructor)**
8. 57005 Limited Services Agency (On-line), Limited Service Agency, The Real Estate School Inc **(Review of Instructor)**

B. Original application for Limited Service Agency course, approved school:

1. 56692 Limited Service Agency (Correspondence), 2 hrs of Limited Service Agency, ACT Web Services
2. 56693 Limited Service Agency, 2 hrs of Limited Service Agency, ACT Web Services

3. 56810 2007 New Agency Law in Virginia, 2 hours  
Limited Service Agency, MBH Settlement  
Group, L.C.
4. 56822 Limited Service Agency (Correspondence), 2  
hrs of Limited Service Agency, Moseley  
Institute
5. 56866 Limited Service Agency, 2 hours of Limited  
Service Agency, Williamsburg Real Estate  
School
6. 56898 Limited Service Agency (Correspondence), 2  
hours of Limited Service Agency, Long &  
Foster Institute of Real Estate
7. 56899 Limited Service Agency, 2 hours of Limited  
Service Agency, Long & Foster Institute of  
Real Estate
8. 56905 Limited Service Agency, 2 hours of Limited  
Service Agency, Henderson Professional  
Development Seminars
9. 56909 Limited Service Agency, 2 hours of Limited  
Service Agency, Shenandoah Valley Training  
Center
10. 56987 Limited Service Agency, 2 hours of Limited  
Service Agency, The CE Shop Inc
11. 56992 Limited Service Agency, 2 hours of Limited  
Service Agency, Carruthers Academy of Real  
Estate, LLC

C. Original application for Limited Service Agency course,  
school application pending:

## VII. Review of Pre-Licensing Courses

A. Previously approved pre-licensing course, approved  
school:

1. Principles of Real Estate, (60 hour salesperson),  
Superior Real Estate School LLC (**Judith Childress**)
2. Principles of Real Estate, (60 hour salesperson),  
Coldwell Banker Residential Brokerage School of Real  
Estate (**Judith Childress**)
3. Principles of Real Estate, (60 hours salesperson),  
Supreme Properties Real Estate Academy (**Judith  
Childress**)

B. Original pre-licensing course, approved school:

1. Principles of Real Estate, (60 hour salesperson),  
Cooke Real Estate School Headquarters, Inc. **(via  
video conferencing)(Judith Childress)**

#### VIII. Pre-Licensing Instructor Applications

1. James O’Kane
2. Stephen Kindrick
3. James Cain(**expert**)
4. Vickie H. Gilliland
5. Eleanor Andrea Beaver
6. Alvin L. Jackson
7. Brian Weston Green
8. Carol F. Clarke
9. Paul T. Gaye
10. Mary Randle

#### IX. Additional Continuing/Post Education Instructors

1. John B. Schonk, 52192 and 52191 (Ethics and Standards of Conduct, 52204 and 52203 (Business Planning), 52198 and 52197 (Agency), 52202 and 52201 (Property Valuation/Working with the Seller), 52360 and 52359 (Land Use), 52196 and 52195 (Real Estate Law), 52213, 52206 and 52205 (Contracts, Offer to Purchase, Selling Process), Alpha College of Real Estate **(Judith Childress)**
2. Hope Roots, 52192 and 52191 (Ethics and Standards of Conduct, 52204 and 52203 (Business Planning), 52198 and 52197 (Agency), 52213 (Contracts, Offer to Purchase, Selling Process, Alpha College of Real Estate **(Judith Childress)**
3. Arthur Grace, David Field, David Robertson, Elizabeth Joyce, Jackie Barrett, Janet Boyd, Jeff Nowak, Jim Pope, Jonathan Lyon, Keith Barrett, Lisa Bosse, Marcus Simon, Matthew Medaries, Michael May, Nathaniel Zaleski, Ryan Stuart, Sarah Rodriguez, Susan Grabill, and Todd Condron, 56508 and 56509 (Limited Service Agency), Northern Virginia Association of Realtors School of Real Estate **(Judith Childress)**
4. William Andrew Sikora, 54717, Borrow Smart, Kendall Todd, Inc. **(Judith Childress)**



5. Carl Gamien, T. David Brown, Gloria M. Goode, Cheryll A. Pease, Steven Duane Underwood, Michael F. Krage, Melissa A. Lepore, Tatiana Ivleva, Jennifer M. DuPlessis, Brian E. DuPlessis, Robert J. Nielsen, and Nancy D. Fortune, 54013 (Residential Finance) and 54010 (Financing), Long & Foster Institute of Real Estate (**Judith Childress**)
6. Richard Reass and Jarrett Shaffer, 53572 (Other Real Estate Related)(Finance In Detail), 56350 (Other Real Estate Related)(Settlement - The Complete Transaction 1001), and 53571 (Contracts To Settlement), Long & Foster Institute of Real Estate (**Judith Childress**)
7. Kevin Hull, 53574 (Finance)(Finance In Detail), 54408 (Finance), and 53573 (Finance In Detail), Long & Foster Institute of Real Estate (**Scott Gaeser**)
8. Marion Clark, 53570 (Other Real Estate Related)(Home Protection Programs and Risk Reduction), 013302 (Risk Reduction), and 52590 (Home Warranties & Risk Management), Long & Foster Institute of Real Estate (**Scott Gaeser**)
9. Linda Bass, Rob Daniel, John Keller, Liz Kilby, El Luther, Ron Miscavige, Paul McGirt, Tanya Monroe, Anne O'Kane, Ann Randolph, and Roger Smith, 52308 (Agency Law)(Agency), 52446 (Business Planning), 52701 (Business Planning), 52704 (Selling Process), 53364 (Property Valuation/Listing Process), 53365 (Fair Housing), 53572 (Other Real Estate Related)(Finance In Detail), 54009 (Ethics & Standards of Conduct/Current Industry Issues & Trends), 54019 (Tax Advantages of Home Ownership), 56047 (Offer To Purchase)(Offer To Purchase Revision 1) 56348 (Other Real Estate Related)(Working With Sellers 401), 56350 (Other Real Estate Related)(Settlement - The Complete Transaction 1001), 56352 (Other Real Estate Related)(Contract Presentation & Negotiations 901), 56354 (Other Real Estate Related)(Addenda and Notice 602), and 56378 (Other Real Estate Related)(Business Planning 202), Long & Foster Institute of Real Estate (**Scott Gaeser**)
10. Wendy Roenker and Constance Vandervelde, 54009 (Ethics & Standards of Conduct/Current Industry

Issues & Trends), 54012 (Real Estate Law), 54008 (Ethics & Standards of Conduct), and 54011 (Virginia Real Estate Law), Long & Foster Institute of Real Estate (**Scott Gaeser**)

11. Linda Bass, Rob Daniel, John Keller, Liz Kilby, El Luther, Ron Miscavige, Paul McGirt, Tanya Monroe, Anne O'Kane, Ann Randolph, and Roger Smith, 52317 (Agency), 53361 (Fair Housing), 53571 (Contracts To Settlement), 54008 (Ethics & Standards of Conduct), 54011 (Virginia Real Estate Law), 56046 (Offer To Purchase Revision 1), 56347 (Working With Sellers 401), 56349 (Settlement - The Complete Transaction 1001), 56351 (Contract Presentation & Negotiation 901), 56353 (Addenda And Notice 602), and 56377 (Business Planning 202), Long & Foster Institute of Real Estate (**Scott Gaeser**)
12. Junius O. Baker 56627 (Limited Services Agency) and 56628 (Limited Service Agency), Coldwell Banker Residential Brokerage School of Real Estate (**Byrl Taylor**)
13. George T. Maultsby, Jr., Michael R. Fagan, and Michael K. Ostrowski 51957 (Financing) and 51958 (Financing), Coldwell Banker Residential Brokerage School of Real Estate (**Byrl Taylor**)
14. Harris Hester, Thomas Short, Bob Egan and Thomas Romero 54580 (Home Inspection For Real Estate Agents) and 54581 (Other Real Estate Related Course) Coldwell Banker Residential Brokerage School of Real Estate (**Byrl Taylor**)
15. Tina Zimmerman, Craig Wolf, and Sally Yaney 52416 (The ABC's of Home Warranty) and 54466 (Other Real Estate Related Course), Coldwell Banker Residential Brokerage School of Real Estate (**Byrl Taylor**)
16. Michele Fine, Corine R. Godman, Priscilla B. Sims, Michael Myers, Carol Wildesen, Scott Mozingo, Lee Snyder, Matthew Hurd, Randy Rothstein, Lisa Johnson, Kimberly P. Caspari, Louis Pontani, Barbara Joyce 55827 (Real Property Rights & Public Records), 55828 (Other Real Estate Related Course), 54763 (Settlement Form Review, 54571 (The IRC 1031 Tax Derred Exchange), 54572 (Other Real Estate Related),

54569 (The Settlement Process), 54570 (Other Real Estate Related), 56439 (Title Insurance), 56440 (Other Real Estate Related), 54464 (From Contract To Closing), 54465 (Other Real Estate Related), 53785 (Real Estate Contracts/Offer to Purchase), 52029 (Offer To Purchase), Coldwell Banker Residential Brokerage School of Real Estate **(Byrl Taylor)**

17. Joyce Diggs, Sherman McDaniel, Mary Chieppa, and George Test, 51876 (How The "Do Not Call" Policy Affects The Realtors), 52047 (Real Estate Law), 51944 (Building Your Business), 51956 (Business Planning), 51942 (Marketing), 51968 (Business Planning), 51945 (The Buyers Services System), 51960 (Agency Law), 54537 (Seller Services), 51955 (Selling Process), 51943 (Negotiating Agreement), 52032 (Offer To Purchase), 53785 (Real Estate Contracts/Offer To Purchase), 52029 (Offer To Purchase), 54460 (Safety In Real Estate), 54461 (Other Real Estate Related), 55910 (Fair Housing-Shared Neighborhoods, Equal Opportunities), 55911 (Fair Housing), 52031 (Consumer Rights and Rentals), 53678 (Other Real Estate Related), 54464 (From Contract To Closing), Coldwell Banker Residential Brokerage School of Real Estate **(Byrl Taylor)**

X. Other Business

XI. Public Comment

XII. Adjourn